

## Message Text

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44

ACTION CU-05

INFO OCT-01 AF-05 ISO-00 USIA-15 EB-11 COME-00 /037 W

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R 100901Z JUL 74

FM AMEMBASSY TANANARIVE

TO SECSTATE WASHDC 6420

UNCLAS TANANARIVE 1009

E.O. 11652: N/A

TAGS: OEXC, ETRD, MA (RABOANARIJAONA, ALFRED)

SUBJ: VISIT OF MALAGASY BUSINESSMAN TO U.S.

REF: TANANARIVE 944

FOR STATE/CU/AF AND COMMERCE/OIM/AF

1. FOR BACKGROUND INFORMATION OF COMMERCE, EMBASSY PROVIDING FOLLOWING DETAILS REGARDING ALFRED RABOANARIJAONA, MALAGASY BUSINESSMAN WHO WILL BE VISITING U.S. IN AUGUST UNDER STATE'S CU INTERNATIONAL VISITOR PROGRAM. IN REFTEL EMBASSY HAS ASKED THAT MEETING BE ARRANGED FOR HIM WITH COMMERCE OFFICIALS AND IT IS HOPED THAT LATTER CAN HELP ARRANGE APPROPRIATE BUSINESS CONTACTS FOR HIM.

2. RABOANARIJAONA IS MANAGING DIRECTOR OF MEDIUM-SIZE, FAMILY-OWNED FIRM NOW SPECIALIZING IN IMPORT, WHOLESALE AND RETAIL OF PRIMARILY JAPANESE PRODUCTS-- TOYOTA VEHICLES, BRIDGEPORT TIRES, ETC. (WTDR ON FIRM, ETS. RABOANARIJAONA, SUBMITTED APRIL 1974.) HE HAS SHOWN CONSIDERABLE INTEREST IN REPRESENTING U.S. FIRMS AND HAS ALREADY HAD DISCUSSIONS WITH MACK TRUCK OVERSEAS AND FMC (RE AUTOMOTIVE REPAIR EQUIPMENT) ABOUT POSSIBLE DISTRIBUTORSHIPS. EMBASSY HOPES THAT HE CAN VISIT BOTH THESE FIRMS DURING U.S. VISIT AS OUTLINED REFTEL.

3. RABOANARIJAONA IS ALSO DIRECTOR GENERAL OF SIZEABLE MALAGASY-JAPANESE-OWNED FISHING COMPANY COMANIP. FIRM IS PLANNING EXPANSION OF FREEZING OPEARTIONS AND HE WOULD LIKE

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TO VISIT U.S. MANUFACTURERS OF FREEZING AND COLD STORAGE

EQUIPMENT. COMANIP PRESENTLY OPERATES WITH 12 RENTED FISHING VESSELS BUT WOULD LIKE TO BEGIN TO PURCHASE OWN FLEET. FOR THIS REASON RABOANARIJAONA ALSO INTERESTED IN HAVING CONTACT WITH SHIPYARDS CAPABLE CONSTRUCTING 100-FT FISHING VESSELS. COMMERCE MAY ALSO WISH TO PUT HIM IN CONTACT WITH BROKERS DEADLING IN USED SHIPS.  
MENDENHALL

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION CU  
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**Page Count:** 2  
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**Reference:** TANANARIVE 944  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** martinjw  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 20 AUG 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <20 AUG 2002 by ThomasVJ>; APPROVED <15 JAN 2003 by martinjw>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** VISIT OF MALAGASY BUSINESSMAN TO U.S.  
**TAGS:** OEXC, US, MA, (RABOANARIJAONA, ALFRED)  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005